

May 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

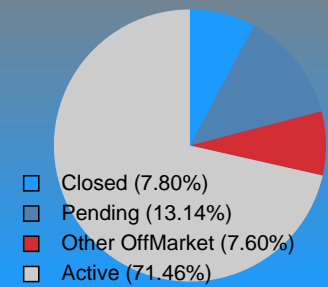


MONTHLY INVENTORY ANALYSIS

Report produced on Jun 11, 2018 for MLS Technology Inc.

Compared Metrics	May		
	2017	2018	+/-%
Closed Listings	49	38	-22.45%
Pending Listings	39	64	64.10%
New Listings	84	125	48.81%
Median List Price	115,000	134,450	16.91%
Median Sale Price	105,000	130,000	23.81%
Median Percent of List Price to Selling Price	94.74%	96.73%	2.11%
Median Days on Market to Sale	44.00	29.50	-32.95%
End of Month Inventory	286	348	21.68%
Months Supply of Inventory	7.80	8.51	9.04%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of May 31, 2018 = **348**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2018 rose **21.68%** to 348 existing homes available for sale. Over the last 12 months this area has had an average of 41 closed sales per month. This represents an unsold inventory index of **8.51** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **23.81%** in May 2018 to \$130,000 versus the previous year at \$105,000.

Median Days on Market Shortens

The median number of **29.50** days that homes spent on the market before selling decreased by 14.50 days or **32.95%** in May 2018 compared to last year's same month at **44.00** DOM.

Sales Success for May 2018 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 125 New Listings in May 2018, up **48.81%** from last year at 84. Furthermore, there were 38 Closed Listings this month versus last year at 49, a **-22.45%** decrease.

Closed versus Listed trends yielded a **30.4%** ratio, down from previous year's, May 2017, at **58.3%**, a **47.89%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

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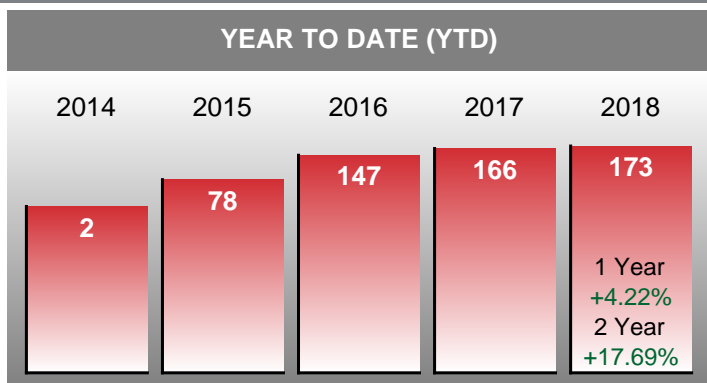
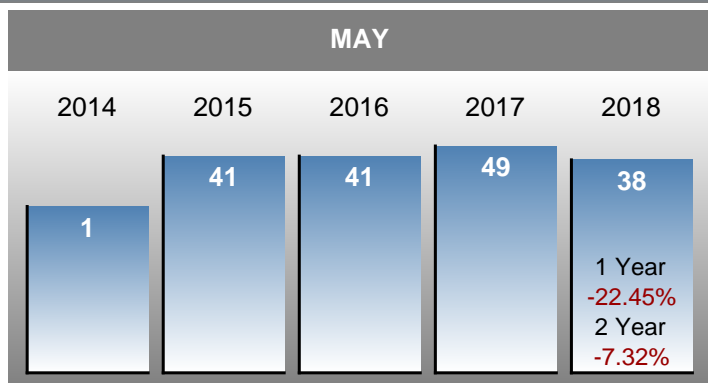
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CLOSED LISTINGS

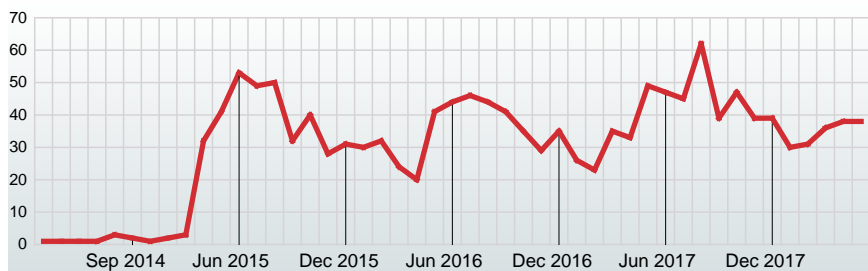
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 34

3 MONTHS



High
Aug 2017 = 62
Low
Oct 2014 = 1
Closed Listings
this month at **38**,
above the 5 yr MAY
average of **34**

MAR	36
APR	38
MAY	38
5.56%	
0.00%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	7.89%	45.0	3	0	0	0
\$10,001 - \$60,000	4	10.53%	6.0	2	2	0	0
\$60,001 - \$80,000	6	15.79%	17.5	4	2	0	0
\$80,001 - \$150,000	9	23.68%	31.0	3	5	0	1
\$150,001 - \$190,000	7	18.42%	8.0	0	7	0	0
\$190,001 - \$240,000	6	15.79%	23.0	0	4	2	0
\$240,001 and up	3	7.89%	112.0	0	1	2	0
Total Closed Units	38			12	21	4	1
Total Closed Volume	4,843,508	100%	29.5	726.50K	3.07M	958.50K	85.00K
Median Closed Price	\$130,000			\$67,250	\$155,000	\$236,750	\$85,000

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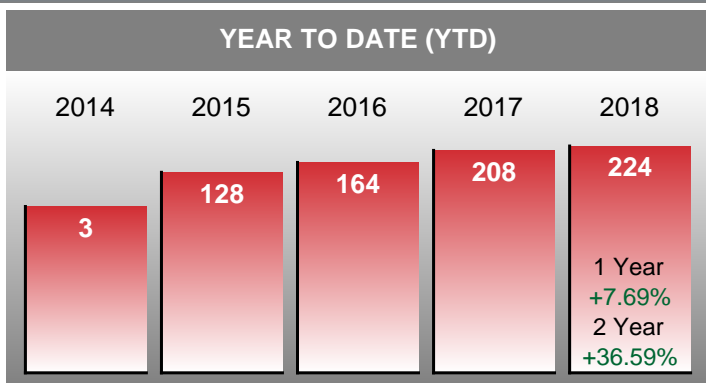
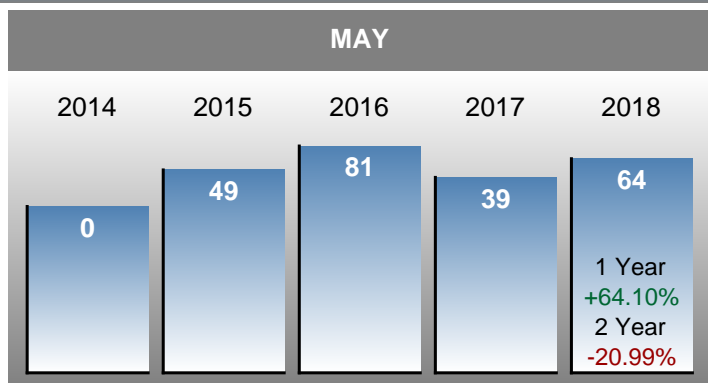
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PENDING LISTINGS

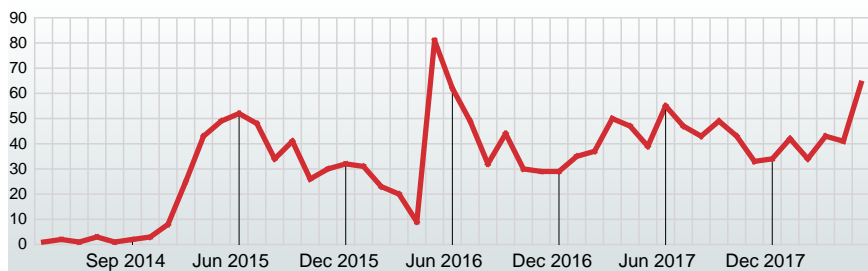
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 47

3 MONTHS



High
May 2016 = 81
Low
Aug 2014 = 1
Pending Listings
this month at **64**,
above the 5 yr MAY
average of 47

MAY 43
APR 41
-4.65%
MAY 64
56.10%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.38%	35.0	4	2	0	0
\$50,001 - \$80,000	7	10.94%	21.0	4	3	0	0
\$80,001 - \$120,000	10	15.63%	9.0	1	9	0	0
\$120,001 - \$170,000	16	25.00%	33.0	3	12	1	0
\$170,001 - \$220,000	10	15.63%	39.5	1	9	0	0
\$220,001 - \$270,000	8	12.50%	18.0	1	4	3	0
\$270,001 and up	7	10.94%	39.0	1	1	5	0
Total Pending Units	64			15	40	9	0
Total Pending Volume	10,172,074	100%	24.0	1.70M	5.92M	2.56M	0.00B
Median Listing Price	\$146,000			\$77,500	\$142,450	\$275,000	\$0

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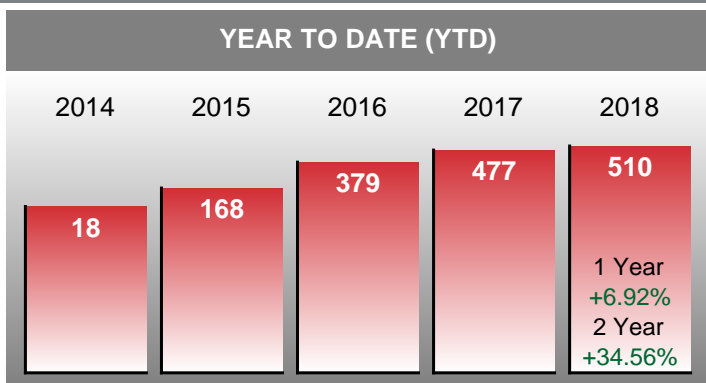
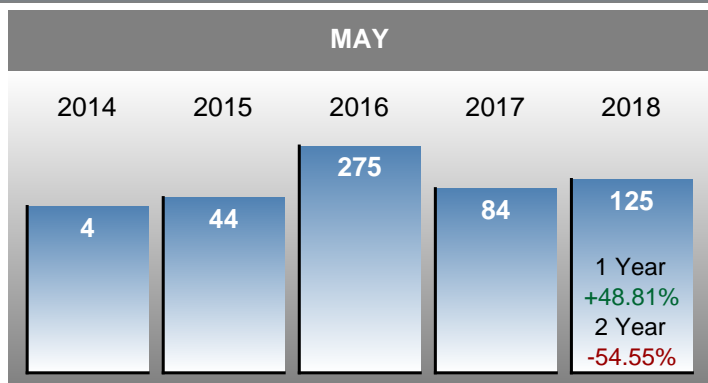
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NEW LISTINGS

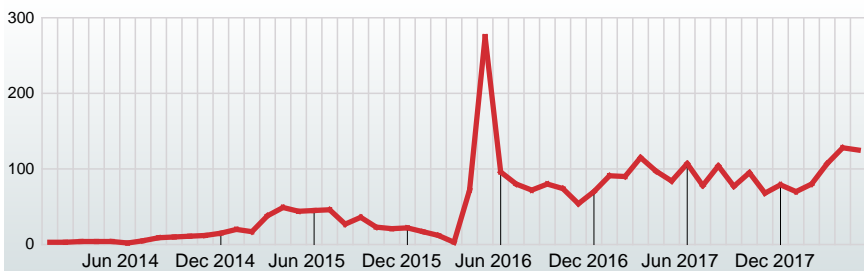
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 106

3 MONTHS



High
May 2016 = 275
Low
Jun 2014 = 2
New Listings
this month at **125**,
above the 5 yr MAY
average of **106**

MAY	107
APR	128
APR	19.63%
MAY	125
MAY	-2.34%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	8.00%	8	2	0	0
\$30,001 - \$70,000	17	13.60%	14	3	0	0
\$70,001 - \$110,000	17	13.60%	7	9	1	0
\$110,001 - \$170,000	34	27.20%	3	26	5	0
\$170,001 - \$220,000	18	14.40%	5	9	3	1
\$220,001 - \$340,000	16	12.80%	1	11	1	3
\$340,001 and up	13	10.40%	2	7	3	1
Total New Listed Units	125		40	67	13	5
Total New Listed Volume	22,143,780	100%	4.06M	13.18M	3.42M	1.47M
Median New Listed Listing Price	\$150,000		\$61,250	\$158,000	\$184,900	\$269,900

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May 2018

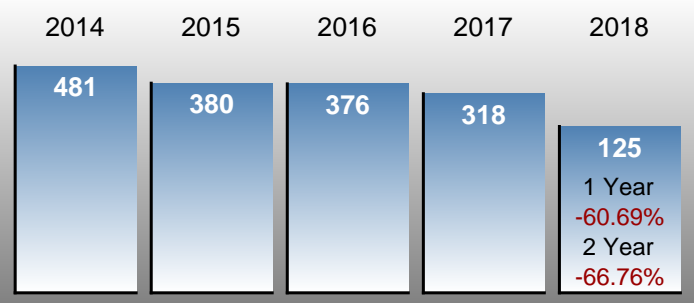
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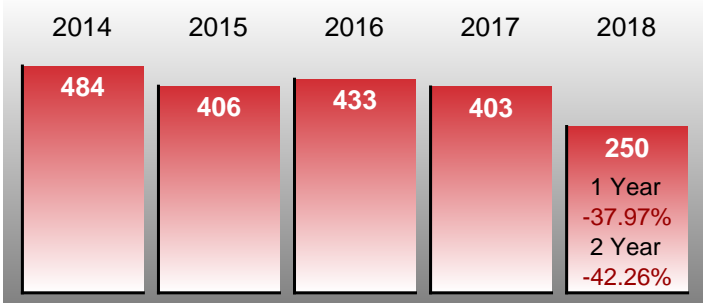
ACTIVE INVENTORY

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END OF MAY



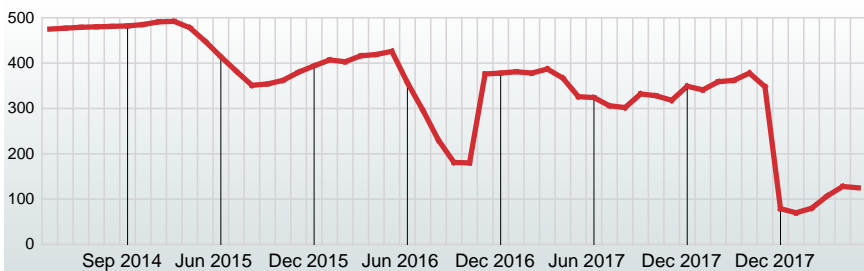
ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 336

3 MONTHS



High
Mar 2015 = 492
Low
Jan 2018 = 70
Inventory
this month at **125**,
below the 5 yr MAY
average of **336**

MAR	362
APR	378
MAY	348
4.42%	
-7.94%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	30	8.62%	59.5	27	3	0	0
\$30,001 - \$60,000	41	11.78%	42.0	28	12	1	0
\$60,001 - \$90,000	45	12.93%	70.0	23	17	5	0
\$90,001 - \$160,000	93	26.72%	66.0	26	52	13	2
\$160,001 - \$230,000	59	16.95%	42.0	12	33	12	2
\$230,001 - \$350,000	46	13.22%	53.5	7	21	15	3
\$350,001 and up	34	9.77%	57.0	7	15	5	7
Total Active Inventory by Units	348			130	153	51	14
Total Active Inventory by Volume	63,844,750	100%	56.5	16.68M	29.12M	12.20M	5.84M
Median Active Inventory Listing Price	\$141,000			\$74,450	\$155,000	\$206,000	\$380,000

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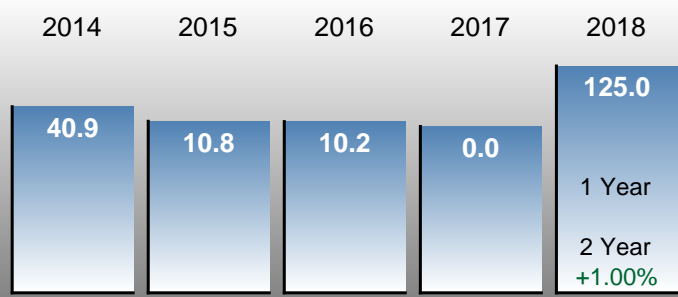
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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR MAY



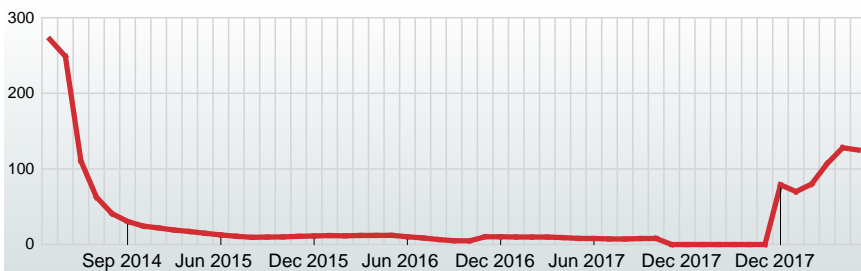
INDICATORS FOR MAY 2018

Inventory	Closed	Absorption	MSI	MSI %
0	0	0	0.0	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 37.4

3 MONTHS



High
Apr 2014 = 271.4
Low
May 2018 = 0.0
Months Supply
this month at **125.0**,
above the 5 yr MAY
average of **37.4**

M A R	0.0
A P R	0.0
M A Y	0.00%
M A Y	0.0
M A Y	0.00%

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	30	8.62%	8.4	9.3	4.5	0.0	0.0
\$30,001 \$60,000	41	11.78%	6.4	9.1	4.1	2.4	0.0
\$60,001 \$90,000	45	12.93%	6.7	13.8	4.3	5.5	0.0
\$90,001 \$160,000	93	26.72%	6.9	15.6	5.0	10.4	0.0
\$160,001 \$230,000	59	16.95%	8.6	18.0	8.4	6.0	8.0
\$230,001 \$350,000	46	13.22%	14.2	0.0	9.7	15.0	36.0
\$350,001 and up	34	9.77%	51.0	28.0	180.0	15.0	0.0
Market Supply of Inventory (MSI)	8.5	100%	8.5	12.7	6.3	8.6	28.0
Total Active Inventory by Units	348			130	153	51	14

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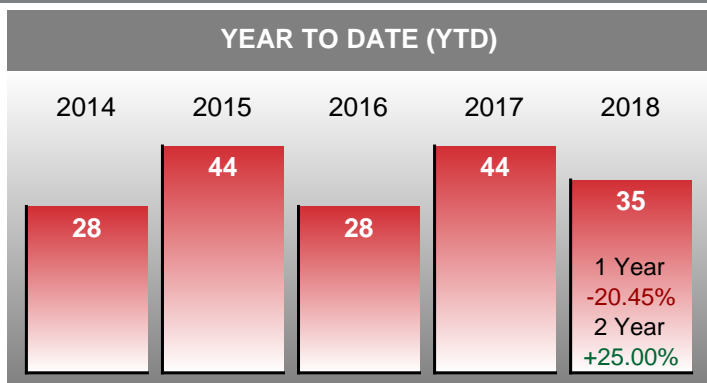
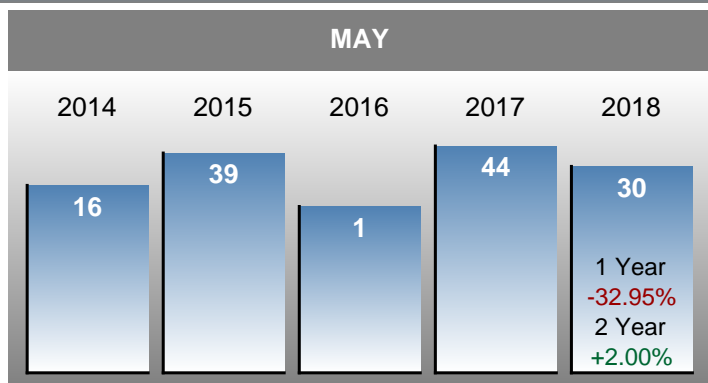
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MEDIAN DAYS ON MARKET TO SALE

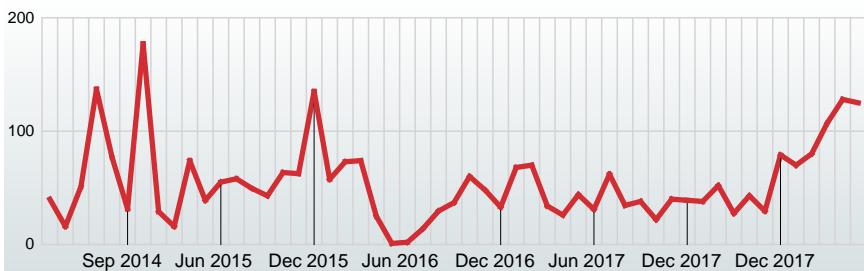
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 26

3 MONTHS



High
Oct 2014 = 177
Low
May 2016 = 1

Median Days on Market this month at **30**, above the 5 yr MAY average of **26**

MAY	28
APR	43
MAR	56.36%
MAY	30
APR	-31.40%

MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	7.89%	45.0	45.0	0.0	0.0	0.0
\$10,001 - \$60,000	4	10.53%	6.0	29.5	6.0	0.0	0.0
\$60,001 - \$80,000	6	15.79%	17.5	6.5	74.5	0.0	0.0
\$80,001 - \$150,000	9	23.68%	31.0	1.0	50.0	0.0	126.0
\$150,001 - \$190,000	7	18.42%	8.0	0.0	8.0	0.0	0.0
\$190,001 - \$240,000	6	15.79%	23.0	0.0	24.0	18.5	0.0
\$240,001 and up	3	7.89%	112.0	0.0	58.0	113.5	0.0
Median Closed DOM			29.5	11.0	31.0	72.5	126.0
Total Closed Units		100%	29.5	12	21	4	1
Total Closed Volume			4,843,508	726.50K	3.07M	958.50K	85.00K

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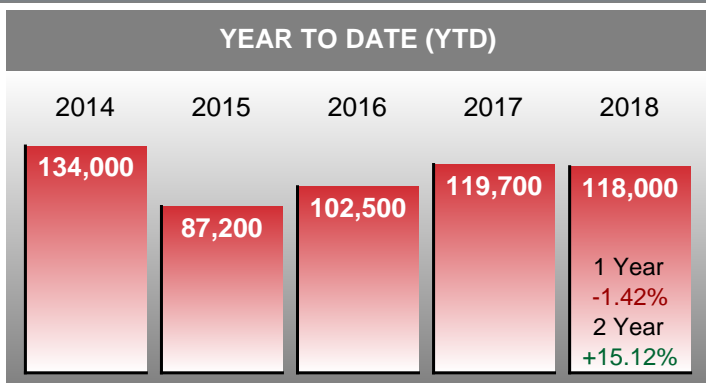
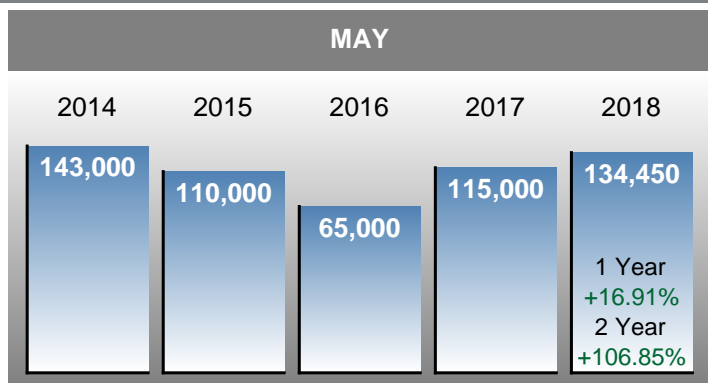
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MEDIAN LIST PRICE AT CLOSING

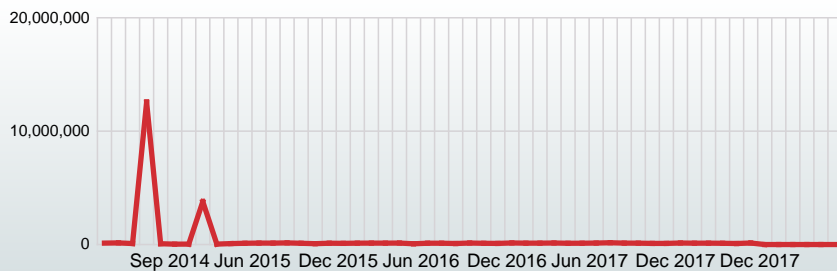
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 113,490

3 MONTHS



High
Jul 2014 = 12,565,000
Low
Jan 2018 = 70
Median List Price
this month at **134,450**,
above the 5 yr MAY
average of **113,490**

MAR 109,950
APR 89,900
APR -18.24%
MAY 134,450
MAY 49.56%

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	2.63%	4,000	4,000	0	0	0
\$10,001 - \$60,000	7	18.42%	29,900	19,500	31,450	0	0
\$60,001 - \$80,000	3	7.89%	72,900	70,950	75,000	0	0
\$80,001 - \$150,000	11	28.95%	124,000	106,250	126,500	0	99,500
\$150,001 - \$190,000	6	15.79%	167,250	0	167,250	0	0
\$190,001 - \$240,000	5	13.16%	209,000	0	204,000	224,900	0
\$240,001 and up	5	13.16%	267,500	0	257,500	289,000	0
Median List Price			134,450	64,450	155,000	278,250	99,500
Total Closed Units	38	100%	134,450	12	21	4	1
Total Closed Volume	5,129,100			742.30K	3.21M	1.08M	99.50K

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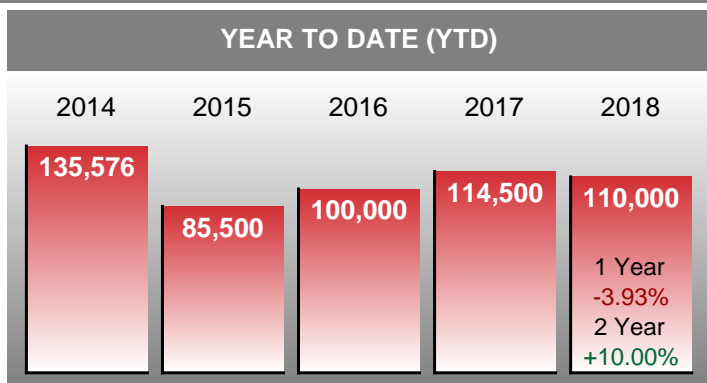
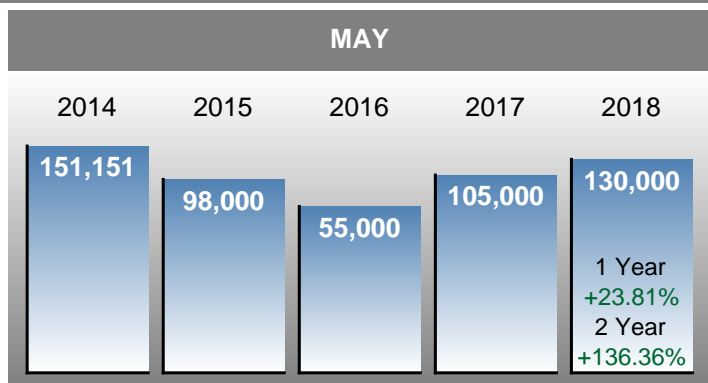
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MEDIAN SOLD PRICE AT CLOSING

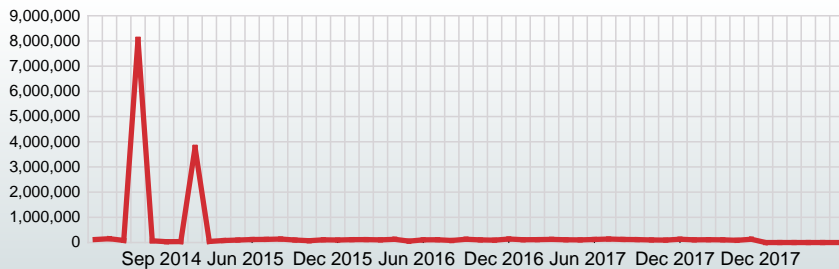
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 107,830

3 MONTHS



High
 Jul 2014 = 8,060,000
Low
 Jan 2018 = 70
Median Sold Price
 this month at **130,000**,
 above the 5 yr MAY
 average of **107,830**

MAY 107,500
APR 88,550
APR -17.63%
MAY 130,000
YTD 46.81%

MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	7.89%	9,000	9,000	0	0	0
\$10,001 - \$60,000	4	10.53%	30,000	30,000	30,000	0	0
\$60,001 - \$80,000	6	15.79%	71,250	71,250	71,929	0	0
\$80,001 - \$150,000	9	23.68%	121,000	125,000	121,000	0	85,000
\$150,001 - \$190,000	7	18.42%	167,500	0	167,500	0	0
\$190,001 - \$240,000	6	15.79%	206,500	0	206,500	207,500	0
\$240,001 and up	3	7.89%	255,000	0	255,000	271,750	0
Median Sold Price			130,000	67,250	155,000	236,750	85,000
Total Closed Units		100%	130,000	12	21	4	1
Total Closed Volume			4,843,508	726.50K	3.07M	958.50K	85.00K

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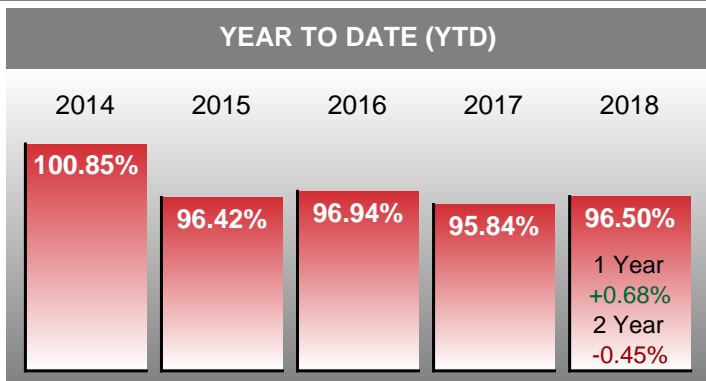
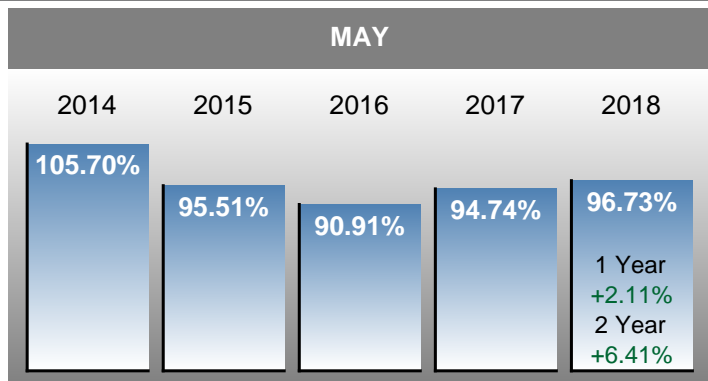
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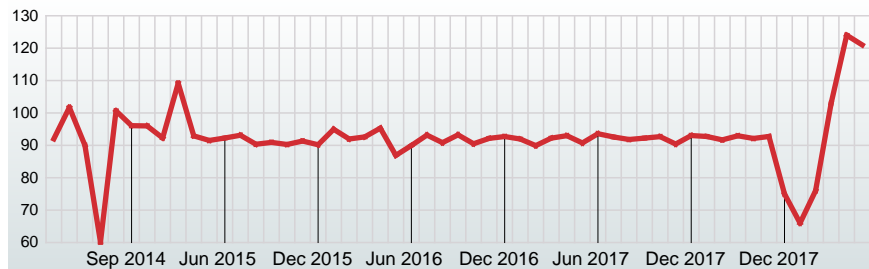


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 96.72% **3 MONTHS**

High
Apr 2018 = 128.00%

Low
Jul 2014 = 64.15%

Median Sold/List Ratio this month at **96.73%**, equal to 5 yr MAY average of **96.72%**

MAR 96.95%
APR 96.13%
MAY 96.73%
APR -0.85%

MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	7.89%	75.00%	75.00%	0.00%	0.00%	0.00%
\$10,001 \$60,000	4	10.53%	91.47%	87.34%	95.15%	0.00%	0.00%
\$60,001 \$80,000	6	15.79%	90.62%	94.87%	76.72%	0.00%	0.00%
\$80,001 \$150,000	9	23.68%	97.58%	100.00%	96.50%	0.00%	85.43%
\$150,001 \$190,000	7	18.42%	100.00%	0.00%	100.00%	0.00%	0.00%
\$190,001 \$240,000	6	15.79%	97.98%	0.00%	98.51%	82.65%	0.00%
\$240,001 and up	3	7.89%	95.33%	0.00%	95.33%	95.88%	0.00%
Median Sold/List Ratio			96.73%	92.27%	97.58%	95.88%	85.43%
Total Closed Units	38	100%	96.73%	12	21	4	1
Total Closed Volume	4,843,508			726.50K	3.07M	958.50K	85.00K

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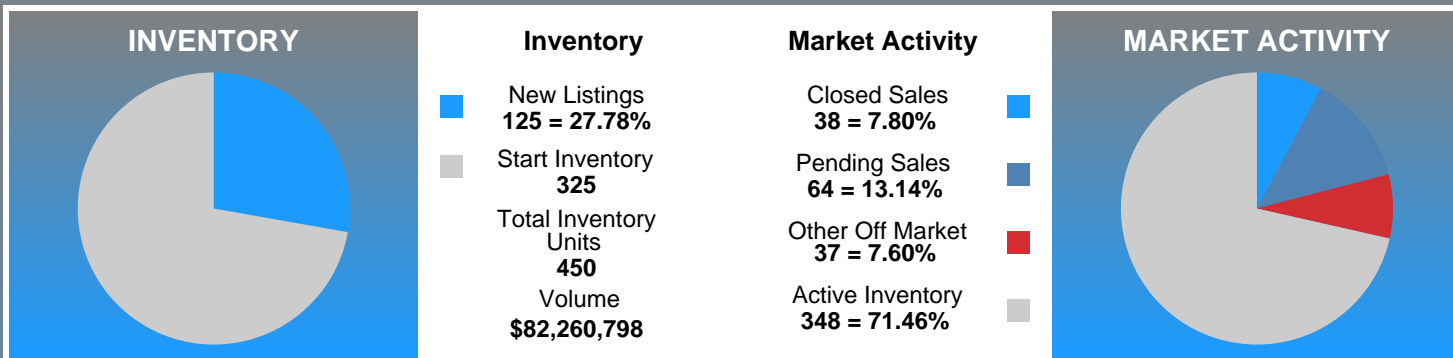
May 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

Report produced on Jun 11, 2018 for MLS Technology Inc.

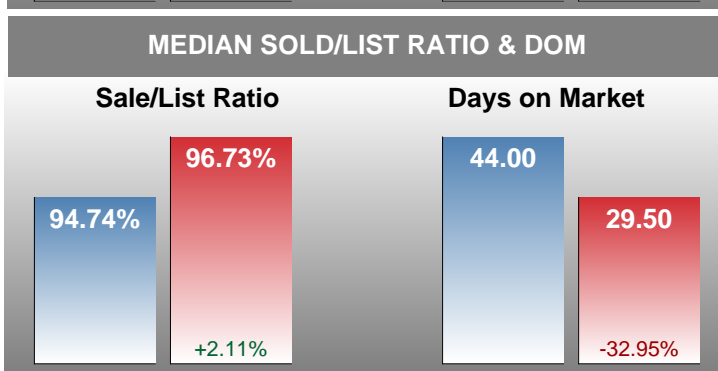
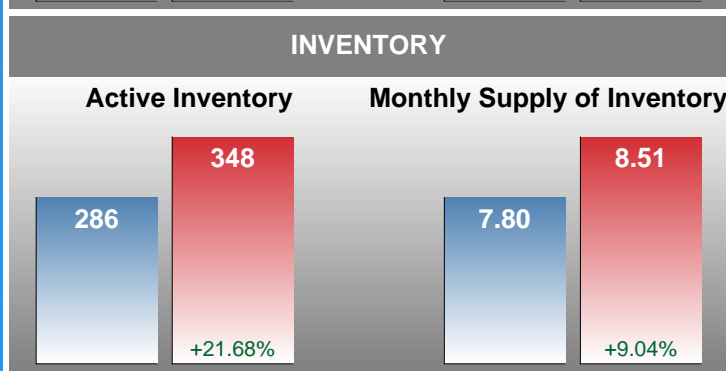
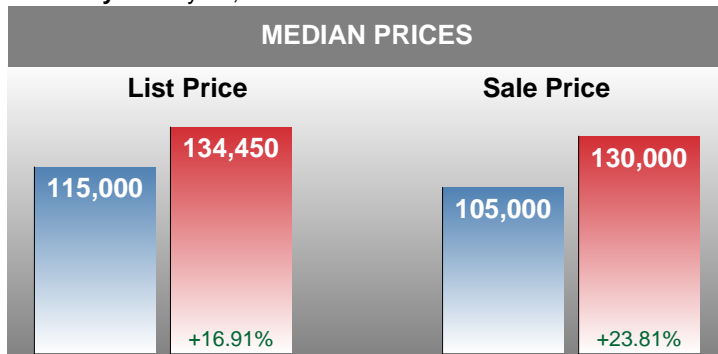
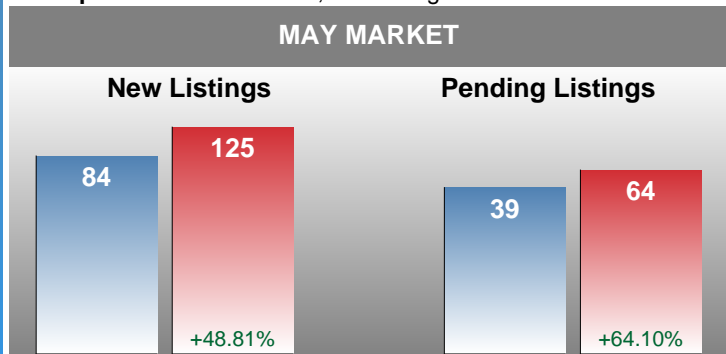


Compared Metrics	May			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	49	38	-22.45%	166	173	4.22%
Pending Sales	39	64	64.10%	208	224	7.69%
New Listings	84	125	48.81%	477	510	6.92%
Median List Price	115,000	134,450	16.91%	119,700	118,000	-1.42%
Median Sale Price	105,000	130,000	23.81%	114,500	110,000	-3.93%
Median Percent of Selling Price to List Price	94.74%	96.73%	2.11%	95.84%	96.50%	0.68%
Median Days on Market to Sale	44.00	29.50	-32.95%	44.00	35.00	-20.45%
Monthly Inventory	286	348	21.68%	286	348	21.68%
Months Supply of Inventory	7.80	8.51	9.04%	7.80	8.51	9.04%

Absorption: Last 12 months, an Average of **41** Sales/Month

Inventory on May 31, 2018 = 348

2017	2018
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